Making our world more productive



Working Together with Design Institutes 与设计院携手 合作创新

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席瑞华 全球商业化总裁 Keys to Success in Developing and Implementing New Technologies in China 新技术开发与应用在中国成功取得的关键因素



Co-operate Widely and Inclusively Both Internally and Externally

广泛开展合作,内外兼容并包

- > Work with Government Organizations on Different Levels 与各级政府机构合作
- Work with Trade Organizations
 与行业协会合作
- Work with Universities and Institutes 与大学和研究所合作
- Create an Eco System
 创建出本系统

创建生态系统



- A Design Institute is a state-owned company that is responsible for plant design and industry technology research. In recent years, they have become more like engineering companies; most of them doing EPC business.
 - 设计院是负责工厂设计和工业技术研究的国有企业。近年来,他们越来越像 工程公司,其中大部分从事EPC业务。
- >There are more than 1,000 Design Institutes in China.

中国有上千家设计院。

>A Design Institutes has 500-2,000 employees, with 60% or more having bachelor, master or doctor degrees.

设计院一般有500-2,000名员工,其中60%以上拥有学士、硕士或博士学位。



- There are Design Institutes in practically every industrial sector (coal tech, petrochemical, power, steel, non-ferrous, cement, glass, etc., etc.). Typically, there are 5-10 Design Institutes in each sector, however, frequently specializing on different processes and technologies.
 - 几乎每个工业部门(煤炭技术、石化、电力、钢铁、有色金属、水泥、玻璃 等)都有设计院。每个行业通常有5-10个设计院,但是它们之间一般有分工, 分别有专长的工艺和技术领域。
- Design Institutes are also involved in projects outside of China, not at least in BRI countries.
 - 设计机构也参与中国以外的项目,并不局限于一带一路国家。



- Choose the right Design Institute to cooperate with! They all have different Profiles – what is matching your needs? Which industrial sector? Which processes or technologies? Mainly do innovation or commercialization?
 - 选择合适的设计院合作!他们都有各自擅长的领域-什么是符合您的需求?哪 个细分行业?改造哪些流程或技术?合作目标是技术创新还是商业化?
- Supply core equipment or technologies but let the Design Institute do the engineering of whole system.
 - 提供核心设备或技术,由设计院负责整个系统的工程和设计。

The Design Institutes know the industry and the regulations very well – use that!

设计院非常了解这个行业和法规-用其所长!



Have a clear agreement on Intellectual Properties.

合作时对双方的知识产权有清晰明确的书面约定。

For Innovation and Commercialization, sign Joint Development Agreements defining the roles.

对于技术创新和商业化,签署联合开发协议,定义各自的分工。

≻Create win-win!

创造互惠双赢的局面!



Power – CEEC Jiangsu Power Design Institute

电力行业-中国能建江苏电力设计院

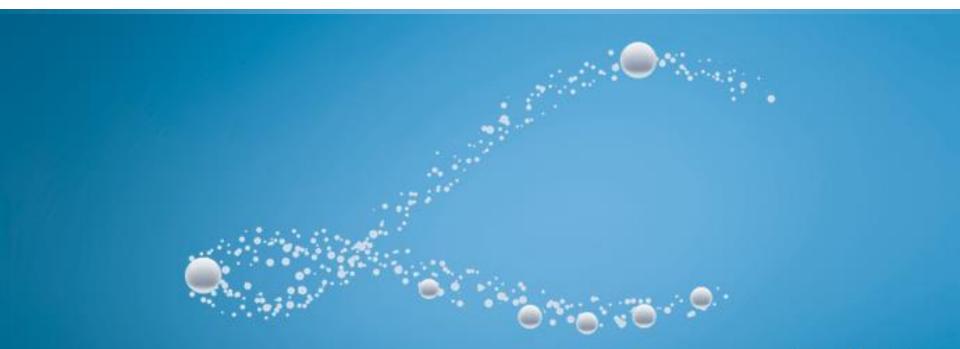
Steel – Capital Engineering & Research Incorporation

钢铁行业**-中冶京**诚钢铁设计院

Copper – Nanchang Design Institute of Nonferrous Metals 铜行业-南昌有色金属设计院

Glass – Nanjing Fiberglass Research & Design Institute

玻璃行业-南京玻璃纤维设计院



Thank you for your attention.感谢聆听!

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